

## Pricing Bulletin



Enterprise Solutions  
US  
May 31, 2001

### To: All Distributors of Nortel Networks Business Series Product Line

Nortel Networks is pleased to announce the introduction of the Business Communications Manager Release 2.5.

Business Communications Manager 2.5 delivers an integrated communications system to multi- and single-site businesses and is capable of delivering both IP-enabled and pure-IP solutions. Business Communications Manager integrates KSU/PBX capabilities, voice over IP (VoIP) gateway functions, and Quality of Service (QoS) data routing features in a single system. Business Communications Manager 2.5 offers robust voice and data capabilities from a single, cost-effective solution. This easy-to-use system is designed to save time and money by simplifying and reducing network management, streamlining business operations, and providing powerful security systems for keeping data safe.

Business Communications Manager 2.5 will provide several benefits for the Partner, including: simplicity, scalability, and profitability. Simplicity of installation, ease of configuration with Wizards and one OA&M tool, make Business Communications Manager 2.5 a partner friendly product. The delivery of value-added applications such as Multi-Media Call Centre with Voice Button, IP station side support, Networking with Meridian 1\*, Virtual Private Networks, Voice Applications and E-mobility (VoIP Wireless w/Symbol) provide our partners with the competitive edge. In addition, changes to the price model for Business Communications Manager 2.5 improve Partners margin and profitability.

### Effective July 30th, 2001

Nortel Networks announces that effective July 30th, 2001, the following product and price introductions take effect:

| Order No.  | CPC Code (for x-reference only) | Description                         | Commercial List Price (US\$) | Distribution Discount | Discount % | Volume Discount |
|------------|---------------------------------|-------------------------------------|------------------------------|-----------------------|------------|-----------------|
|            |                                 | <b>Platforms</b>                    |                              |                       |            |                 |
| NT7B10AABA | A0832310                        | NA BCM Base, 2 LAN, Universal PS    | \$6,620                      | W                     | 30%        | Yes             |
| NT7B10AABB | A0832311                        | NA BCM Base, 2 LAN, Redun. PS       | \$7,850                      | W                     | 30%        | Yes             |
| NT7B10AABC | A0832312                        | NA BCM Base, WAN+1 LAN, Unv. PS     | \$7,790                      | W                     | 30%        | Yes             |
| NT7B10AABD | A0832313                        | NA BCM Base, WAN+1 LAN, Redun. PS   | \$9,020                      | W                     | 30%        | Yes             |
|            |                                 | <b>Expansion Cabinets</b>           |                              |                       |            |                 |
| NT7B10AACC | A0846343                        | NA BCM Expansion Unit, Universal PS | \$2,180                      | W                     | 30%        | Yes             |

|            |          |                                     |          |   |     |     |
|------------|----------|-------------------------------------|----------|---|-----|-----|
| NT7B10AACD | A0846344 | NA BCM Expansion Unit, Redundant PS | \$3,410  | W | 30% | Yes |
|            |          | <b>Upgrade Packages</b>             |          |   |     |     |
| NTAB9667   | A0832330 | BCM 2.5 RAM-PEC-s/w 2.0 Upgrade     | \$1,200  | W | 30% | Yes |
| NTAB9666   | A0832328 | BCM 2.5 RAM-s/w Upgrade Kit         | \$750    | W | 30% | Yes |
|            |          | <b>Field Replaceable Units</b>      |          |   |     |     |
| NTAB3328   | A0858807 | BCM Universal Power Supply FRU      | \$500    | W | 30% | Yes |
| NTAB3315   | A0846409 | BCM 2.5 Cool'g Fan (Base) FRU       | \$180    | W | 30% | Yes |
| NTAB9650   | A0830044 | BCM Exp Unit Cooling Fan FRU        | \$180    | W | 30% | Yes |
| NTAB3260   | A0811340 | BCM 128MB Memory Module FRU         | \$620    | H | 0%  | No  |
| NT7B10AACG | A0860305 | BCM 256MB Memory Module FRU         | \$1,000  | H | 0%  | No  |
| NT7B10AABP | A0832325 | BCM 2.5 Primary Hard Drive          | \$2,630  | W | 30% | Yes |
| NTBB80AAAB | A0812308 | Media Services PEC III              | \$860    | W | 30% | Yes |
|            |          | <b>Orderable Software Options</b>   |          |   |     |     |
| NTKC0002   | A0805827 | BCM MCDN/QSig Networking Key        | \$2,580  | W | 30% | Yes |
| NTKC0053   | A0843697 | BCM LAN CTE - 1 Seat Key            | \$140    | W | 30% | Yes |
| NTKC0054   | A0843698 | BCM LAN CTE - 4 Seat Key            | \$500    | W | 30% | Yes |
| NTKC0055   | A0843701 | BCM LAN CTE - 8 Seat Key            | \$890    | W | 30% | Yes |
| NTKC0056   | A0843703 | BCM LAN CTE - 16 Seat Key           | \$1,570  | W | 30% | Yes |
| NTKC0057   | A0843705 | BCM LAN CTE - 32 Seat Key           | \$2,750  | W | 30% | Yes |
| NTKC0058   | A0843708 | BCM LAN CTE - 64 Seat Key           | \$4,710  | W | 30% | Yes |
| NTKC0059   | A0843709 | BCM LAN CTE - Max Seats Key         | \$6,750  | W | 30% | Yes |
| NTKC0060   | A0843712 | BCM VoIP Gateway -4 Trunk Key       | \$2,370  | W | 30% | Yes |
| NTKC0061   | A0843713 | BCM VoIP Gateway -8 Trunk Key       | \$4,270  | W | 30% | Yes |
| NTKC0062   | A0843714 | BCM VoIP Gateway -16 Trunk Key      | \$8,040  | W | 30% | Yes |
| NTKC0063   | A0843717 | BCM VoIP Gateway -32 Trunk Key      | \$13,810 | W | 30% | Yes |
| NTKC0035   | A0832333 | BCM Companion Wireless -4 Seat      | \$450    | W | 30% | Yes |
| NTKC0036   | A0832334 | BCM Companion Wireless -8 Seat      | \$790    | W | 30% | Yes |
| NTBU0392   | A0855609 | CC Basic-Pro Upgrade w/Reporting    | \$6,720  | W | 30% | Yes |
| NTKC0044   | A0832342 | NN Multimedia CC Key                | \$14,720 | W | 30% | Yes |
| NTKC0045   | A0832343 | BCM 2.5 IPsec Key                   | \$750    | W | 30% | Yes |
|            |          | <b>IP Telephony Key Codes</b>       |          |   |     |     |
| NTKC0046   | A0832344 | BCM IP Telephony Client-1 Seat      | \$240    | W | 30% | Yes |
| NTKC0047   | A0832345 | BCM IP Telephony Client-4 Seat      | \$840    | W | 30% | Yes |
| NTKC0048   | A0832346 | BCM IP Telephony Client-8 Seat      | \$1,510  | W | 30% | Yes |
| NTKC0049   | A0832347 | BCM IP Telephony Client-16 Seat     | \$2,720  | W | 30% | Yes |
| NTKC0050   | A0832348 | BCM IP Telephony Client-32 Seat     | \$4,900  | W | 30% | Yes |
| NTKC0051   | A0832349 | BCM IP Telephony Client-64 Seat     | \$8,810  | W | 30% | Yes |
|            |          | <b>Bundles</b>                      |          |   |     |     |
| NTKC01AAAD | A0806040 | BCM Bundle #4 Gold                  | \$6,960  | W | 30% | Yes |
|            |          | <b>Documentation</b>                |          |   |     |     |
| NTAB9668   | A0832331 | BCM 2.5 Doc CD Kit                  | \$35     | H | 0%  | No  |

In addition to the above mentioned product and price introductions, price actions are being made on existing Business Communications Manager 2.0 components that will continue to be offered to support the product under the Business Communications Manager release 2.5.

To address gross distributor margin concerns raised by channel partners, list prices and the product discount rates will increase on the items below effective July 30<sup>th</sup>, 2001

| Order No.   | CPC Code (for x-reference only) | Description                                             | Commercial List Price (US\$) | Distribution Discount | Discount % | Volume Discount |
|-------------|---------------------------------|---------------------------------------------------------|------------------------------|-----------------------|------------|-----------------|
|             |                                 | <b>Media Bay Modules</b>                                |                              |                       |            |                 |
| NT5B04AAAD  | A0803597                        | BCM-DTM-DIGITAL TRUNK MBM                               | \$1,970                      | W                     | 30%        | Yes             |
| NT5B16AAAE  | A0803601                        | BCM--ASM8-ANALOG STATION MBM                            | \$1,310                      | W                     | 30%        | Yes             |
| NT5B18AAAD  | A0803596                        | BCM-CTM4-CLID TRUNK MBM                                 | \$790                        | W                     | 30%        | Yes             |
| NT5B18ABAA  | A0798230                        | BCM - CTM 8 PORT                                        | \$1,310                      | W                     | 30%        | Yes             |
| NT5B42AAAA  | A0798241                        | BCM-4X16 MODULE                                         | \$1,310                      | W                     | 30%        | Yes             |
| NT7B07AAAC  | A0803602                        | BCM--FEM6-FIBER EXPANSION MBM                           | \$1,310                      | W                     | 30%        | Yes             |
| NT7B08AAAD  | A0803599                        | BCM--DSM16-16 DIGITAL STATION MBM                       | \$790                        | W                     | 30%        | Yes             |
| NT7B09AAAC  | A0803600                        | BCM--DSM32-32 DIGITAL STATION MBM                       | \$1,310                      | W                     | 30%        | Yes             |
| NT7B76AAAH  | A0803598                        | BCM--BRI S/T-BRI MBM                                    | \$1,830                      | W                     | 30%        | Yes             |
|             |                                 | <b>Field Replaceable units</b>                          |                              |                       |            |                 |
| NT8B90AL-93 | A0636406                        | ATA-2 110VAC ANALOG TERMINAL ADAPTER                    | \$250                        | I                     | 50%        | Yes             |
| NTAB3210    | A0803233                        | V.90 INTERFACE FRU                                      | \$140                        | W                     | 30%        | Yes             |
| NTAB3211    | A0803234                        | 10/100 BASE T ETHERNET FRU                              | \$140                        | W                     | 30%        | Yes             |
| NTAB3212    | A0803235                        | WAN INTER CARD W/CSU/DSU FRU                            | \$2,860                      | W                     | 30%        | Yes             |
| NTAB3214    | A0803237                        | BCM STD POWER SUPPLY                                    | \$500                        | W                     | 30%        | Yes             |
| NTAB3235    | A0805933                        | BCM 2.0 PRIMARY HARD DISK DRIVE                         | \$2,630                      | W                     | 30%        | Yes             |
| NTAB3259    | A0809119                        | BCM REDUNDANT PS, SINGLE                                | \$400                        | W                     | 30%        | Yes             |
| NTAB3260    | A0811340                        | BCM 128 MB DRAM MEM. MOD                                | \$620                        | H                     | 0%         | No              |
| NTAB3279    | A0818971                        | BCM MBM BAY FILLER BLANKING PLATE                       | \$70                         | W                     | 30%        | Yes             |
| NTAB9647    | A0830041                        | BCM1000 REDUNDANT PS UPGRADE KIT                        | \$1,350                      | W                     | 30%        | Yes             |
| NTAB9648    | A0830042                        | BCM EXP CABINET REDUNDANT PS FIELD UPGRA                | \$1,350                      | W                     | 30%        | Yes             |
| NTAB9649    | A0830043                        | BCM 1000 COOLING FAN REPLACEMENT KIT                    | \$180                        | W                     | 30%        | Yes             |
| NTAB9650    | A0830044                        | BCM EXP CABINET COOLING FAN REPLACEMENT KIT             | \$180                        | W                     | 30%        | Yes             |
| NTAB9677    | A0838854                        | BCM WALL MOUNTING KIT                                   | \$130                        | W                     | 30%        | Yes             |
|             |                                 | <b>Power cords and misc. cables</b>                     |                              |                       |            |                 |
| NTAB3304    | A0825594                        | BCM DS256 CABLE 5M                                      | \$65                         | H                     | 0%         | No              |
| P0909587    | P0909587                        | EE V35 CABLE                                            | \$65                         | H                     | 0%         | No              |
| P0909589    | P0909589                        | EEX.21 CABLE                                            | \$ 65                        | H                     | 0%         | No              |
|             |                                 | <b>Documentation and Software Upgrades</b>              |                              |                       |            |                 |
| 990560      | A0962014                        | ENTERPRISE EDGE BROCHURE                                | \$15                         | H                     | 0%         | No              |
| 990561      | A0962015                        | EE BROCHURE - FRENCH                                    | \$15                         | H                     | 0%         | No              |
| NTAB3253    | A0806219                        | EE 2.0 DOC CD KIT                                       | \$ 35                        | H                     | 0%         | No              |
| NTAB5001    | A0805934                        | EE 2.0 SOFTWARE UPGRADE CD                              | \$2,150                      | W                     | 30%        | Yes             |
|             |                                 |                                                         |                              |                       |            |                 |
|             |                                 | <b>Voice Messaging and Software Authorization Codes</b> |                              |                       |            |                 |
| NTKC0010    | A0805835                        | BCM Voice Messaging Mailboxes - 1                       | \$170                        | W                     | 30%        | Yes             |
| NTKC0011    | A0805836                        | BCM Voice Messaging Mailboxes - 4                       | \$620                        | W                     | 30%        | Yes             |
| NTKC0012    | A0805837                        | BCM Voice Messaging Mailboxes - 8                       | \$1,130                      | W                     | 30%        | Yes             |
| NTKC0013    | A0805838                        | BCM Voice Messaging Mailboxes - 16                      | \$2,060                      | W                     | 30%        | Yes             |
| NTKC0014    | A0805839                        | BCM Voice Messaging Mailboxes - 32                      | \$3,730                      | W                     | 30%        | Yes             |
| NTKC0015    | A0805840                        | BCM Voice Messaging Mailboxes - 64                      | \$6,680                      | W                     | 30%        | Yes             |
| NTKC0016    | A0805841                        | BCM Voice Messaging Mailboxes - Unlimited               | \$11,780                     | W                     | 30%        | Yes             |
|             |                                 | <b>Unified Messaging Software Authorization Codes</b>   |                              |                       |            |                 |
| NTAB3118    | A0792745                        | BCM Unified Messaging - 1                               | \$140                        | W                     | 30%        | Yes             |
| NTAB4071    | A0795066                        | BCM Unified Messaging - 4                               | \$500                        | W                     | 30%        | Yes             |

|            |          |                                                           |         |   |     |     |
|------------|----------|-----------------------------------------------------------|---------|---|-----|-----|
| NTAB4072   | A0795067 | BCM Unified Messaging - 8                                 | \$890   | W | 30% | Yes |
| NTKC0007   | A0805832 | BCM Unified Messaging - 16                                | \$1,570 | W | 30% | Yes |
| NTKC0008   | A0805833 | BCM Unified Messaging - 32                                | \$2,750 | W | 30% | Yes |
| NTKC0009   | A0805834 | BCM Unified Messaging - 64                                | \$4,710 | W | 30% | Yes |
| NTAB4073   | A0795068 | BCM Unified Messaging - Unlimited                         | \$7,850 | W | 30% | Yes |
|            |          | <b>TAPI Service Provider Software Authorization Codes</b> |         |   |     |     |
| NTAB3111   | A0792737 | BCM TSP Seats - 1                                         | \$140   | W | 30% | Yes |
| NTAB4077   | A0795105 | BCM TSP Seats - 4                                         | \$500   | W | 30% | Yes |
| NTAB4078   | A0795106 | BCM TSP Seats - 8                                         | \$890   | W | 30% | Yes |
| NTKC0004   | A0805829 | BCM TSP Seats - 16                                        | \$1,570 | W | 30% | Yes |
| NTKC0005   | A0805830 | BCM TSP Seats - 32                                        | \$2,750 | W | 30% | Yes |
| NTKC0006   | A0805831 | BCM TSP Seats - 64                                        | \$4,710 | W | 30% | Yes |
| NTAB4079   | A0795107 | BCM TSP Seats - Unlimited                                 | \$7,850 | W | 30% | Yes |
|            |          | <b>Call Center Software Authorization Codes</b>           |         |   |     |     |
| NTAB3107   | A0792733 | BCM Call Center                                           | \$2,630 | W | 30% | Yes |
| NTAB3108   | A0792734 | BCM Call Center Reporting                                 | \$1,190 | W | 30% | Yes |
| NTKC0021   | A0805846 | BCM Professional Call Center                              | \$8,650 | W | 30% | Yes |
| NTKC0022   | A0805847 | BCM Call Center to Professional Call Center Upgrade       | \$5,330 | W | 30% | Yes |
| NTKC0023   | A0805848 | BCM Call Center Agents - 1                                | \$260   | W | 30% | Yes |
| NTKC0024   | A0805849 | BCM Call Center Agents - 4                                | \$950   | W | 30% | Yes |
| NTKC0025   | A0805850 | BCM Call Center Agents - 8                                | \$1,670 | W | 30% | Yes |
| NTKC0026   | A0805851 | BCM Call Center Agents - Unlimited                        | \$5,890 | W | 30% | Yes |
|            |          | <b>Fax Software Authorization Codes</b>                   |         |   |     |     |
| NTKC0017   | A0805842 | BCM FAX Messaging                                         | \$2,010 | W | 30% | Yes |
| NTKC0018   | A0805843 | BCM FAX Overflow                                          | \$850   | W | 30% | Yes |
| NTKC0019   | A0805844 | BCM FAX On Demand                                         | \$850   | W | 30% | Yes |
| NTKC0020   | A0805845 | BCM FAX Suite                                             | \$3,360 | W | 30% | Yes |
|            |          | <b>Networking Software Authorization Codes</b>            |         |   |     |     |
| NTKC0001   | A0805826 | BCM VPIM & AMIS Message Networking                        | \$3,220 | W | 30% | Yes |
| NTKC0002   | A0805827 | BCM MCDN & Q.SIG Voice Networking                         | \$1,230 | W | 30% | Yes |
| NTKC0003   | A0805828 | BCM DPNSS Voice Networking                                | \$3,840 | W | 30% | Yes |
|            |          | <b>Miscellaneous Software Authorization Codes</b>         |         |   |     |     |
| NTAB3114   | A0792741 | BCM Attendant Console - 1 Seat                            | \$990   | W | 30% | Yes |
| NTAB3116   | A0792743 | BCM VoIP gateway - 2 Trunks                               | \$1,320 | W | 30% | Yes |
| NTAB3119   | A0792747 | BCM Companion Wireless                                    | \$130   | W | 30% | Yes |
|            |          | <b>Miscellaneous Bundles</b>                              |         |   |     |     |
| NTAB3277   | A0816858 | BCM DSM16 & Mailbox Bundle - 16 Stations                  | \$2,850 | W | 30% | Yes |
| NTAB3278   | A0816859 | BCM DSM32 & Mailbox Bundle - 32 Stations                  | \$5,040 | W | 30% | Yes |
| NTKC01AAAA | A0806037 | BCM Bundle #1 Silver-16                                   | \$3,170 | W | 30% | Yes |
| NTKC01AAAB | A0806038 | BCM Bundle #2 Silver-32                                   | \$5,220 | W | 30% | Yes |
| NTKC01AAAC | A0806039 | BCM Bundle #3 Silver-64                                   | \$9,450 | W | 30% | Yes |
| NTKC01AAAD | A0806040 | BCM Bundle #4 Gold                                        | \$6,960 | W | 30% | Yes |

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